

Message Text

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ACTION ARA-10

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TAGS: BEXP, BRIO, EFIS, UY
SUBJECT: SPECIAL TRADE OPPORTUNITY: FISHING INDUSTRY

REF: MVD 275

1. CAPTAIN ULISES PEREZ OF NATIONAL FISHING COMMISSION HAS EXPRESSED TO EMBASSY HIS APPRECIATION FOR COMMERCE'S DIFFUSION OF URUGUAY'S INTEREST IN ACQUIRING FISHING BOATS (REFTEL). HE STATED THAT COMMISSION HAS RECEIVED NUMEROUS LETTERS WHICH ARE NOW BEING STUDIED. EMBASSY APPRECIATES RECEIPT COPIES THESE LETTERS THROUGH COMMERCE AND DISTRICT OFFICES, AND PLANS TO CALL AGAIN SOON ON CAPT. PEREZ.

2. ONE POINT IN REFTEL PERHAPS REQUIRES CLARIFICATION. THE NATIONAL FISHING COMMISSION ITSELF DOES NOT PURCHASE FISHING BOATS. FORMALLY, IT ACTS AS AN INTERMEDIARY BETWEEN THOSE PRIVATE URUGUAYAN COMPANIES WHICH WISH TO BUY BOATS AND THE FOREIGN SUPPLIERS. ACTUAL NEGOTIATIONS WILL BE BETWEEN PRIVATE COMPANIES. NEVERTHELESS, THE COMMISSION DOES SET GUIDELINES AND STANDARDS AND IT MUST APPROVE ALL PURCHASES AS WELL AS FINANCIAL TERMS. INFORMALLY, IT PLAYS PERHAPS THE KEY ROLE IN SALES.

3. AS WITH ALL TRADE OPPORTUNITIES IN URUGUAY, FINANCING REMAINS A CRUCIAL FACTOR. ONE COMPANY WRITING TO THE COMMISSION HAS STATED THAT ITS SOUNDINGS INDICATE THAT EXIMBANK IS RELUCTANT TO CONSIDER FINANCING. IF CONFIRMED, WE WOULD REGRET THIS BARRING CIRCUMSTANCES OF WHICH WE NOT AWARE. COMPETITIVE FINANCING ACCOUNTS UNCLASSIFIED

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IN LARGE PART FOR ARGENTINA AND BRAZIL HAVING ALREADY SOLD

OVER 15 VESSELS UNDER THIS EXPANSION PROGRAM, EVEN THOUGH
QUALITY PROBABLY NOT EQUIVALENT TO U.S. ONE
POSITIVE SIDE-AND INDICATIVE OF THE PRIORITY AND SUPPORT
URUGUAYAN GOVERNMENT IS GIVING TO FOSTERING THIS
INDUSTRY-THE INTERAMERICAN DEVELOPMENT BANK (IDB) HAS
JUST BEEN ASKED TO CONSIDER A \$20 MILLION LOAN FOR THE
ACQUISITION OF FISHING BOATS AND PROCESSING PLANTS.
THE NATIONAL FISHING COMMISSION HOPES THAT SUCH A
LOAN WOULD BE APPROVED DURING 1975.

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